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**Food
and
Agricultural**

**EXPORT
DIRECTORY/1973**

FAS M-201 / MAY 1973 / REVISED
FOREIGN AGRICULTURAL SERVICE
U.S. DEPARTMENT OF AGRICULTURE



FOREWORD

This fifth annual edition of the Food and Agricultural Export Directory provides an updated listing of government agencies, companies, and trade associations willing to assist and provide services to U.S. firms interested in exporting U.S. foods and other agricultural products.

The Directory includes a description of some of the services that Foreign Agricultural Service (FAS) has available for use by the U.S. food and agricultural trade.

The FAS export development program is conducted cooperatively with many agricultural trade associations (see page) and State Departments of Agriculture (see page). These organizations welcome inquiries on foreign marketing and promotion.

A directory is never complete. Therefore, we solicit suggestions from our readers on changes that can increase the usefulness and accuracy of next year's edition.

Single copies of the Directory are available without charge as long as the supply lasts from the Export Trade Services Division.

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FOOD AND AGRICULTURAL EXPORT DIRECTORY
1973

INTRODUCTION

Almost every agricultural crop and food product produced in the United States finds a market overseas.

Production from one in every four acres is exported -- grains by the shipload, soybeans, chicken parts, baby foods, hot sauce, orange juice and hundreds of other foodstuffs, raw, refined or ready to eat.

The products go to a market that is growing not only in numbers, but in buying power, and they are sold by thousands of American businessmen who have found that a different dress, a different language, and different currency do not make a different customer.

If you merchandise or process farm products, you can have a place in this market. You do not need to have a big business. A common complaint overseas is that too many U.S. companies will not sell in less than carload lots. This shuts out foreign customers who would like to buy American products but cannot take a large volume initially.

FAS and the other agencies, companies, associations and trade groups listed in this Directory can assist with information on markets and production in specific countries, product preferences and requirements, credit sources and methods of payment, and tariff and non-tariff requirements.

U. S. DEPARTMENT OF AGRICULTURE
Foreign Agricultural Service
Washington, D. C. 20250

The Foreign Agricultural Service (FAS) is a service and promotion agency for the U.S. agricultural export business. It reports on developments in world trade and conducts activities to stimulate and expand agricultural exports.

Agricultural Attaches

FAS operates a world-wide system of gathering and distributing economic and marketing information on agricultural promotion and use. Key links in this system are the U.S. Agricultural Attaches and Agricultural Officers who are maintained by FAS in many American Embassies and Consulates abroad. The attaches represent U.S. agricultural interests overseas and report on world trade developments and problems and opportunities for U.S. agricultural products.

Commodity Divisions

Commodity Divisions in FAS/Washington analyze the attache reports in terms of the competition and opportunities for U.S. agricultural products. Statistical reports of the worldwide situation for leading agricultural products are prepared and distributed to U.S. traders. Marketing specialists of the commodity divisions work with private trade groups on market development projects and are available to advise exporters on matters concerning agricultural commodities in world trade.

Trade Policy

An International Trade Policy staff keeps abreast of developments in foreign trade policy for agricultural products with particular emphasis on tariff and non-tariff barriers against U.S. products. The staff checks compliance with U.S. import regulations and is represented in negotiating sessions with foreign governments.

Market Development Cooperators

FAS conducts market development programs overseas in cooperation with major U.S. trade and commodity organizations. The programs include various promotion activities including trade teams, technical assistance, trade seminars, and direct advertising. This cooperator program is sponsored, guided, and partially funded by Government, but private industry provides initiative and direction and contributes a large share of the funds, goods, and services.

State Contacts

State Departments of Agriculture work actively with FAS in serving the U.S. agricultural export trade. Representatives of these state agencies advise private traders of market development activities, export opportunities and procedures in developing export sales.

Exhibits and Test Merchandising

FAS sponsors numerous overseas exhibits in established markets and new or developing markets. These international exhibits are a traditional meeting place for buyers and sellers and provide an excellent opportunity for a U.S. firm to appraise the overseas sales possibilities for his product. The emphasis is on trade-only for institutional and other large buyers of agricultural products. Test merchandising programs for American foods are conducted with store groups overseas.

Trade Opportunity Referral Service

The agency maintains a Trade Opportunity Referral Service for alerting private traders of sales opportunities overseas. A computerized listing of more than 6,000 overseas buyers of food and agricultural products has been developed along with a comparable listing of U.S. suppliers. Trade leads from foreign buyers are forwarded to the Agricultural Attaches who cable the reports to Washington for distribution to the U.S. trade. Firms wishing to be on the mailing list for these trade leads should contact the Export Trade Services Division.

Specialized Assistance

Assistance is provided in several specialized export areas. A transportation specialist provides information on ocean and air transportation of agricultural products and is available for consultation on specific problems affecting the shipment of fresh and processed commodities. A product specialist checks out U.S. food products new to foreign countries that appear to offer opportunities in foreign trade. Information about the products is sent to the Agricultural Attaches who determine if the products and markings conform with import requirements.

FOREIGN AGRICULTURAL SERVICE

The Foreign Agricultural Service is a service and promotion agency for the agricultural export business. The key Washington, D. C., contacts are listed below.

Administrator. Raymond A. Ioanes
Associate Administrator. Richard J. Goodman

MARKET DEVELOPMENT

Assistant Administrator. Elmer W. Hallowell
Deputy Assistant Administrator Jimmy D. Minyard
Assistant to Assistant Administrator James F. Lankford

Export Trade Services Division

Coordinates distribution of foreign trade inquiries for food and agricultural products to interested exporters and export groups. Provides information on export requirements and general assistance to exporters and those wishing to get into the export business. Also gives direction to food and agricultural exhibits at international trade fairs and U. S. Trade Centers, overseas American test merchandising programs, trade seminars, and conferences.

Acting Director. Alexander Bernitz
Tel: (202) 447-6343

State/Trade Coordination Branch Chief. Wilbert Schaal
Tel: (202) 447-7778
State Agencies Coordinator. Dale K. Vining
Tel: (202) 447-7777
TORS Coordinator. Gerald W. Shelden
Tel: (202) 447-7103
Transportation Coordinator. Thomas M. Poerstel
Tel: (202) 447-2570
Export Briefs. Lloyd R. Williams
Tel: (202) 447-7103
New Products. Mrs. Billie W. Tovell
Tel: (202) 447-7779
Chicago Field Office. Jules S. Renaud
Tel: (312) 353-3844

Program Operations Branch Chief. Robert Mannion
Tel: (202) 447-6343

Program Development Branch Chief. Richard Cannon
Tel: (202) 447-7787

Planning and Evaluation Division

Acting Director. Jimmy D. Minyard
Tel: (202) 447-4761
Associate Director. Harold L. Koeller
Tel: (202) 447-2166

PLANNING AND EVALUATION DIVISION (Continued)

Program Planning Branch Chief. Vacant
Tel: (202) 447-4083
Program Evaluation Branch Chief. Vernon L. Harness
Tel: (202) 447-4868
Program Analysis Branch Chief. Richard E. Passig
Tel: (202) 447-7457
Program Services Branch Chief. Keith R. Vice
Tel: (202) 447-4085

Commodity Divisions

Provides information on foreign markets and export programs for the following agricultural commodities:

Cotton

Director . . . H. Reiter Webb
Tel: (202) 447-6271

Dairy and Poultry

Director . . . David R. Strobel
Tel: (202) 447-3155

Fats and Oils

Director . . . Howard Akers
Tel: (202) 447-7037

Fruits and Vegetables

Director . . . A. Clint Cook
Tel: (202) 447-3019

Grain and Feed (including pulses and seeds)

Director . . . Richard E. Bell
Tel: (202) 447-6885

Livestock and Meat Products

Director . . . James P. Hartman
Tel: (202) 447-6554

Tobacco

Director . . . Hugh C. Kiger
Tel: (202) 447-3000

Sugar and Tropical Products

Acting Director . . . Wayne Sharp
Tel: (202) 447-7170

Foreign Market Information Division

Services inquiries of a general nature about USDA programs in the foreign agricultural field.

Director. J. Donald Looper
Tel: (202) 447-3448

FOREIGN AGRICULTURAL SERVICE (Continued)

AGRICULTURAL ATTACHE SERVICE

The Agricultural Attaches are the overseas "eyes and ears" of American agriculture, representing U.S. agricultural interest abroad and providing information on world trade and market development of agricultural products. Their reports are available in the FAS commodity divisions.

Assistant Administrator for
Agricultural Attaches
Tel: (202) 447-6138

William Horbaly

Deputy Assistant Administrator for
Agricultural Attaches
Tel: (202) 447-3253

Larry F. Thomasson

Area Officers

Europe

T. O. Engebretson
Tel: (202) 447-2144

Near East and Africa

Rado J. Kinzhuber
Tel: (202) 447-4887

Western Hemisphere

William F. Dobbins
Tel: (202) 447-2688

Far East and South Asia

Fred W. Traeger
Tel: (202) 447-7053

Agricultural Attaches and Officers

Argentina (Also Paraguay & Uruguay)

Dalton L. Wilson
Agricultural Attache
American Embassy
Sarminento Bldg. 663
Buenos Aires, Argentina
Tel: 46-3211

Belgium

Quentin R. Bates
Agricultural Attache
American Embassy
27 Blvd. du Regent
Brussels, Belgium
Tel: 13-38-30

Australia

Frederick M. Lege, III
Agricultural Attache
American Embassy
Moonah Place
Yarralumla, A.C.T.
Canberra, Australia
Tel: 7-1351

Ernest Koenig
Agricultural Attache
U.S. Mission to the European
Communities (USEC)
23 Avenue des Arts
Tel: 13-44-50

Brazil

W. Garth Thorburn
Agricultural Attache
American Embassy
Lote No. 3 Avenida das Nacoes
Brasilia, Brazil
Tel: 5-5422

Bangladesh

Carl O. Winberg
American Embassy
Dacca, Bangladesh

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Cont'd)

Brazil (Continued)

Harold Rabinowitz
Agricultural Officer
American Consulate General
Edificio Conjunto Nacional
Rua Padre Joao Manuel, 20
Sao Paulo, Brazil
Tel: 37-5574

Canada

Eugene T. Olson
Agricultural Attache
American Embassy
100 Wellington Street
Ottawa, Canada
Tel: CEntral 6-2341

Chile

Leon G. Mears
Agricultural Attache
American Embassy
Codina Building
1343 Augustinas
Santiago, Chile
Tel: 83801-4

China

Norman J. Pettipaw
Agricultural Attache
American Embassy
#2 Chung Hsiao West Road 11
Taipei, Taiwan
Tel: 333-551

Colombia

James H. Starkey, III
Agricultural Attache
American Embassy
Carrera 3, 7800
Bogota, Colombia
Tel: 329-974

Costa Rica (Also Panama)

Norman R. Kallemeyn
Agricultural Attache
American Embassy
Avenida 3 & Calle 1
San Jose, Costa Rica
Tel: 22-55-66

Denmark (Also Norway)

Harlan J. Dirks
Agricultural Attache
American Embassy
Dag Hammarskjolds Alle 24
Copenhagen, Denmark
Tel: TR-4505

Dominican Republic (Also Haiti & Jamaica)

Laurence R. Fouchs
Acting Agricultural Attache
American Embassy
Calle Cesar Nicolas Pensen
and Calle Leopoldo Navarro
Santo Domingo, Dominican Republic
Tel: 2-2171

Ecuador

C. Milton Anderson
Agricultural Attache
American Embassy
120 Avenida Patria
Quito, Ecuador
Tel: 3-0020

El Salvador (Also Nicaragua)

Donald M. Nelson, Jr.
Agricultural Attache
American Embassy
1230, 25 Avenida Norte
San Salvador, El Salvador
Tel: 25-7100

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attache and Officers (Continued)

France

Kenneth E. Ogren
Agricultural Attache
2 Avenue Gabriel
Paris, France
Tel: 265-7460

Gordon O. Fraser
Agricultural Attache
U.S. Mission to the Organization
for Economic Corporation and
Development (OECD)
19, Rue de Franqueville
Paris, France
Tel: 524-8200

Germany

George A. Parks
Agricultural Attache
American Embassy
Mehlemer Avenue, Bad Godesberg
Born, Germany
Tel: 1955 Bad Godesberg

Greece

James C. Frink
Agricultural Attache
American Embassy
91 Queen Sophia Avenue
Athens, Greece
Tel: 712951 or 718401

Guatemala (Also Honduras & British
Honduras)

John C. McDonald
Agricultural Attache
American Embassy
Edificio Galerias Espana, 4th floor
Plazuela Espana, Zona 9
Guatemala City, Guatemala
Tel: 64872/3/4/5 and 64955/6/7

Hong Kong

Steve Washenko
Agricultural Officer
American Consulate General
26 Garden Road
Hong Kong, B. C. C.
Tel: 239011

India (Also Nepal)

Horace J. Davis
Agricultural Attache
American Embassy
Shanti Path, Chanakyapuri 21
New Delhi, India
Tel: 70351

Oldrich Fejfar
Agricultural Officer
American Consulate General
"Lincoln House"
78 Bhulabhai Desai Road
Bombay, India
Tel: 77441-8

Indonesia

Jerome M. Kuhl
Agricultural Attache
American Embassy
Medan Merdeka, Selatan 5
Djakarta, Indonesia
Tel: 40001-9

Iran

Charalambos S. Stephanides
Agricultural Attache
American Embassy
260 Avenue Takti Jamshid
Tehran, Iran
Tel: 60511, 60711

Ireland

Eugene T. Ransom
Agricultural Attache
American Embassy
42 Elgin Road, Ballsbridge
Dublin, Ireland
Tel: Dublin 64061-9

Israel

Duane W. Clark
Agricultural Attache
American Embassy
71 Hayakron Street
Tel Aviv, Israel
Tel: 56171

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

Italy

Radboud L. Beukenkamp
Agricultural Attache
American Embassy
Via V. Veneto 119
Rome, Italy
Tel: 4674

John A. Glew
Agricultural Officer
American Consulate
General
Milan, Italy
Tel: 482187, 482207

Japan

David L. Hume
Agricultural Attache
American Embassy
Annex No. 1
2 Akasaka Aoi-cho, Minato-Ku
Tokyo, Japan
Tel: 583-7141

Kenya, The Republic of (Also Uganda)

Theodore R. Freeman, Jr.
Agricultural Attache
American Embassy
(P. O. Box 30127)
Cotts House, Eliot Street
Nairobi, The Republic of Kenya
Tel: 27631

Korea

Clarence V. Jean
Agricultural Attache
American Embassy
82 Sejong - Ro
Seoul, Korea
Tel: 72-2601 thru 2619

Lebanon (Also Jordan & Syria)

Shackford Pitcher
Agricultural Attache
American Embassy
Corniche at Rue Ain Mreisseh
Beirut, Lebanon
Tel: 240800

Liberia (Also Guinea, Republic
of Ivory Coast, Senegal &
Sierra Leone)

John E. Riesz
Agricultural Attache
American Embassy
United Nations Drive
Monrovia, Liberia
Tel: 22991, 22992

Malaysia (Also Brunei and Republic
of Singapore)

Gordon S. Nicks
Agricultural Attache
American Embassy
AIA Bldg. - Jalan Ampang
Kuala Lumpur, Malaysia
Tel: 26321

Mexico

Richard A. Smith
Agricultural Attache
American Embassy
Paseo de la Reforma 305
Colonia Cuauhtemoc
Mexico City, D.F., Mexico
Tel: 525-9100

Morocco (Also Libya and Tunisia)

Dudley G. Williams
Agricultural Attache
American Embassy
6 Avenue de Marrakech
Rabat, Morocco
Tel: 30361-65

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

Netherlands

Brice K. Meeker
Agricultural Attache
American Embassy
102 Lange Voorhout
The Hague, Netherlands
Tel: 62-49-11

Philippines

Robert E. Evans
Agricultural Attache
American Embassy
1201 Roxas Boulevard
Manila, Philippines
Tel: 59-80-11

New Zealand

Rolland E. Anderson
Agricultural Attache
American Embassy
11th Floor, IBM Center
155-161 The Terrace
Room 1105-1106
Wellington, New Zealand
Tel: 41-074

Poland

Alan W. Trick
Agricultural Attache
American Embassy, Warsaw
c/o AmConGen
APO New York 09757

Portugal

Harry C. Bryan
Agricultural Attache
American Embassy
Avenida Duque de Loule No. 39
Lisbon, Portugal
Tel: 555140

Nigeria (Also Ghana)

Alvin E. Gilbert
Agricultural Attache
American Embassy
1 King's College Road
Lagos, Nigeria
Tel: 57320-8

South Africa, Republic of (Also Kingdom
of Lesotho, Botswana, Southwest Africa
& Swaziland)

William R. Hatch
Agricultural Attache
American Embassy
Navarre Trust Bldg.
Pretorius Street
Pretoria, Republic of South Africa
Tel: 33031-9

Pakistan

Stanley W. Phillips
Agricultural Attache
American Embassy
18-6th Street Ramna 5
Islamabad, Pakistan
Tel: 24071, 24081

Spain

Clarence L. Miller
Agricultural Attache
American Embassy
Serrano 75
Madrid, Spain
Tel: 276-3400, 276-3600

Peru

Paul J. Ferree
Agricultural Attache
American Embassy
S.W. Corner Avenidas
Wilson and Espana
Lima, Peru
Tel: 286000

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

Sweden

James O. Howard
Agricultural Attache
American Embassy
Strandvagen 101
Stockholm, Sweden
Tel: 63-05-20

Switzerland (Also Austria)

Frank W. Ehman
Agricultural Attache
American Embassy
93/95 Jubilaustrasse
Bern, Switzerland
Tel: 43-00-11

Nicholas M. Thuroczy
Agricultural Attache
U.S. Mission to European Office of the
U.N. & Other International Organi-
zations
80 Rue du Lausanne
Geneva, Switzerland
Tel: 32-70-20

Taiwan (Taipei)

Norman J. Pettipaw
Agricultural Attache
American Embassy
#2 Chung Hsiao West Road
Taipei, Taiwan
Tel: 333-551

Thailand

Guy L. Haviland, Jr.
Agricultural Attache
American Embassy
95 Wireless Road
Bangkok, Thailand
Tel: 59800-14

Trinidad and Tobago (Also Antigua,
Barbados, Dominica, French Guiana,
French West Indies, Grenada, Guyana,
Montserrat, Netherland Antilles,
St. Kitts-Nevis, St. Lucia,
St. Vincent, and Surinam)

Frank A. Padovano
Agricultural Attache
American Embassy
15 Queen's Park West
Port-of-Spain, Trinidad
Tel: 26741

Turkey

William L. Davis
Agricultural Attache
American Embassy
110 Ataturk Blvd.
Ankara, Turkey
Tel: 12505

United Kingdom (Great Britain and
Northern Ireland)

William L. Rodman
Agricultural Attache
American Embassy
24/31 Grosvenor Sq., W. 1
London, England
Tel: 499-9000

U.S.S.R.

G. Stanley Brown
Agricultural Attache
American Embassy, Moscow
APO New York 09862
OR
Department of State
Washington, D. C. 20521
Tel: 252-0011 thru 19

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

Venezuela

Douglas M. Crawford
Agricultural Attache
American Embassy
Avenida Francisco de **Miranda** &
Avenida Principal de la Floresta
Caracas, Venezuela
Tel: 33-86-61

Yugoslavia

James R. Hickman
Agricultural Attache
American Embassy
Kneza Milosa 50
Belgrade, Yugoslavia
Tel: 645-655

Zaire, Republic of

Ross L. Packard
Agricultural Attache
American Embassy
6 Avenue des Aviateurs
Kinshasa, Republic of Zaire
Tel: 25881 - 6

INTERGOVERNMENTAL AFFAIRS

Includes liaison and contacts with State Departments of Agriculture export specialists.

Office of Intergovernmental Affairs
U. S. Department of Agriculture
14th & Independence Avenue, S.W.
Washington, D. C. 20250

Assistant to the Secretary for Intergovernmental Affairs . . . W. F. "Red" Moss
Tel: (202) 447-6643
Deputy Assistant. Edward H. Hansen
Tel: (202) 447-3493
Special Assistant. James S. Wood
Tel: (202) 447-7615

Regional Representatives

John P. Orcutt
Office of Secretary of Agriculture
6740 East Hampden Avenue, Suite 309
Denver, Colorado 80222
Tel: (303) 837-4248

Stanley I. Trenhaile
Office of Secretary of Agriculture
Federal Building, Room 4081
First and Madison
Seattle, Washington 98104
Tel: (206) 442-5742

Elvin A. Adamson
Office of Secretary of Agriculture
Federal Building, Room 325
129 North 10th Street
Lincoln, Nebraska 68508
Tel: (402) 475-3341

Jose M. Villarreal
Office of Secretary of Agriculture
Post Office & Courthouse, Room 342
Bryan & Ervay Streets
Dallas, Texas 75221
Tel: (214) 749-7281

EXPORT MARKETING SERVICE
U. S. Department of Agriculture
14th & Independence Avenue, S. W.
Washington, D. C. 20250

The Export Marketing Service formulates USDA export policies and administers export programs. The key contacts for the trade are listed below.

General Sales Manager Laurel C. Meade
Associate General Sales Manager Frank G. McKnight
Assistant Sales Manager, Commercial Credit & Barter . . . John C. Scholl
Assistant Sales Manager, Commodity Exports George S. Shanklin
Assistant Sales Manager, P. L. 480 James A. Hutchins, Jr.

SPECIFIC PROGRAM CONTACTS

CCC Export Credit Sales Program. Makes credit available up to a maximum of three years for eligible commodities subject to certain limitation as to export destination.

Barter Program. Arranges and administers contracts with U. S. firms to export agricultural commodities to generate funds for the procurement of goods and services needed abroad by U. S. government agencies.

Contact for both programs: John C. Scholl, Assistant Sales Manager,
Commercial Credit and Barter
Tel: (202) 447-6301

Public Law 480 Sales Program. Sales of agricultural commodities for long-term credit. Principal contacts are as follows:

Policy

Arthur Mead, Deputy to the General Sales Manager for P. L. 480 Program Policy. Tel: (202) 447-5693.

Program Development Staff. Develops terms of agreements with foreign governments for exports under long-term credit.

Raymond H. Shegogue, Jr., Director
Tel: (202) 447-6705

Donations Staff. Donation of agricultural commodities to foreign governments and voluntary agencies and through World Food Program.

Clyde R. Keaton, Director
Tel: (202) 447-5637

Operations

James A. Hutchins, Jr., Assistant Sales Manager, P. L. 480.
Tel: (202) 447-5916.

EXPORT MARKETING SERVICE (Continued)

Program Operations Division. Issues purchase authorizations to foreign governments authorizing purchase of specific quantities under agreements; maintains mailing list of U. S. firms to receive notification of such authorizations.

Dan L. Tierney, Director
Tel: (202) 447-6211

Private Trade Credit Sales Division. Negotiates long-term credit agreements with private organizations in foreign countries which agree to use proceeds for economic development.

Harry I. Dunkleberger, Director
Tel: (202) 447-7151

Ocean Transportation Division. Service to U. S. trade on general agricultural export shipping problems; bookings of shipping for government-to-government donations program and certain P. L. 480 sales programs.

John J. Hudgins, Director
Tel: (202) 447-3664

Export Payment Programs (wheat and rice.) Programs to maintain U.S. exports in competition with other exporting nations through payments to U. S. exporters.

Contact: C. W. Pence, Director Grain Division
Tel: (202) 447-5217

Other commodity export information and programs:

Cotton, Dairy and Oilseeds Division
Peter B. Pauli, Acting Director
Tel: (202) 447-7515

Tobacco, Naval Stores, and Livestock Division
Robert A. Owen, Director
Tel: (202) 447-3273

General Information about EMS programs:

Contact: Robert H. Ingram, Assistant to the General Sales
Manager
Tel: (202) 447-7360

ANIMAL AND PLANT HEALTH INSPECTION SERVICE

This new agency of the Department of Agriculture has major responsibility for the sanitary and health certification and inspection of livestock and food products going overseas. Its veterinarians inspect the livestock according to U. S. requirements for export and the sanitary and health requirements

ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

of the country of destination. Similar procedures are followed for poultry and meat products. Phytosanitary certificates, for plant foods, a usual requirement of foreign countries, are issued by this agency.

Export of Animals and Poultry.

Dr. F. W. Hansen, Jr.
Veterinary Services
Animal and Plant Health Inspection Service
U. S. Department of Agriculture
Hyattsville, Maryland 20782
Tel: (301) 436-8693

Export of Meat & Poultry Products

Dr. H. M. Steinmetz
Meat and Poultry Inspection
Animal and Plant Health Inspection Service
U. S. Department of Agriculture
Washington, D. C. 20250
Tel: (202) 447-7610

Export of Plants and Plant Products

Frank Cooper
Plant Protection and Quarantine Programs
Animal and Plant Health Inspection Service
U. S. Department of Agriculture 20782
Hyattsville, Maryland 20782
Tel: (301) 436-8313

AGRICULTURAL MARKETING SERVICE

The Agricultural Marketing Service has responsibility for quality and condition standards of the Department of Agriculture. Fresh and processed agricultural products are graded according to these standards. Exporters on a fee basis can obtain this grading service in terms of the quality specifications of foreign buyers.

The following office can refer you to sources of information for grading of specific agricultural products:

Agricultural Marketing Service
U. S. Department of Agriculture
Room 3071, South Building
Washington, D. C. 20250
Tel: (202) 447-5115

AGRICULTURAL RESEARCH SERVICE

The Agricultural Research Service conducts research to improve farm production, processing and marketing. Activities of particular interest to exporters include--information, research publications and consultations on transportation, packaging, storage, refrigeration, market diseases and disorders, insect control

AGRICULTURAL RESEARCH SERVICE (Continued)

and pesticide residues for domestic and foreign marketing. Studies are made to determine the best ways to select, pack and ship for export and the results are published.

T. W. Edminster, Administrator
Room 302-A
Washington, D. C. 20250
Tel: (202) 447-3656

National Program Staff Scientist - Market Quality - Beltsville
Dr. Peter H. Heinze
Room 215, No. Bg., USDA-ARC-West
Beltsville, Maryland 20705
Tel: (301) 344-2777

National Program Staff Scientist - Transportation & Facilities
Dale L. Anderson
Rm. 214, No. Bg., USDA-ARC-West
Beltsville, Maryland 20705
Tel: (301) 344-2780

Field Operations

Northeastern Region - Dr. Steven C. King
Acting Deputy Administrator
Room 333, Administration Bldg., ARC-West
Beltsville, Maryland 20705
Tel: (301) 344-3418

Agricultural Marketing Research Institute - Beltsville
Dr. Essex E. Finney, Jr.
Rm. 130, Bldg. 003, ARC-West
Beltsville, Maryland 20705
Tel: (301) 344-3338

European Transportation, Packaging & Market Quality Research Station
Rotterdam, The Netherlands
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MIATCO (Mid-America International Agri-Trade Council)

An export council of the Midwest State Departments of Agriculture to coordinate and expand activities for food and agricultural products. Export services are provided to private firms by the Chicago office.

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ATLANTIC INTERNATIONAL MARKETING ASSOCIATION (AIM)

An association of the State Departments of Agriculture in Maryland, Pennsylvania, Virginia, North Carolina, South Carolina, and Georgia to promote and develop agricultural exports from the 6-state area.

President: John J. Ligon, Virginia Department of Agriculture and Commerce
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PACIFIC NORTHWEST INTERNATIONAL TRADE COUNCIL (PNITC)

A four-state (Idaho, Montana, Oregon, Washington) partnership of Government and private industry representatives to jointly increase Pacific Northwest international trade. The council facilitates joint sponsorship of exhibitions, trade missions, sales development and other kinds of trade promotion projects.

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EASTERN U. S. AGRICULTURAL AND FOOD EXPORT COUNCIL, INC.

Purposes:

- (A) To coordinate the efforts of State Departments of Agriculture in the development of cooperative programs designed to increase the export of agricultural commodities, food and kindred products.
- (B) To assemble and disseminate information concerning the quantity and quality of the above mentioned items to individuals, companies, organizations, etc. who might find such information a tool for increased export sales.
- (C) To work with other private and public organizations, including the United States Department of Agriculture, in promoting and developing export markets for agricultural commodities, food and kindred products.

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Rocky Mountain Bean Dealers Federation
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Pakistan

Rustom S. Patel
Pakistan Representative
National Soybean Processors Ass'n
D/37 Island Apts., Canaught Road
Bath Island
Karachi
Tel: 511817

TALLOW:

National Renderers Association
O'Hare Office Center
Des Plaines, Illinois 60018
Dean A. Specht, Executive Director
Jack L. Crouse, Market Development
Coordinator
Tel: (312) 827-8151

Belgium

Bernard L. Bradley, European Director
National Renderers Association
Rue Archimede 15-21
1040 Brussels
Tel: 34-07-61 or 34-09-27

Japan

James Y. Iso, Far East Director
National Renderers Association
Akiyama Building
25 Nishikubo Akenfunecho
Shiba, Minato-ku
Tokyo, 105
Tel: 501-0881 or 0882

Singapore

Gene G. Ruckh
Southeast Asia Director
National Renderers Association
Hyatt Hotel, Room 522
Singapore 9

TOBACCO:

Tobacco Associates, Inc.
1101 - 17th Street, N.W., Suite 912
Washington, D.C. 20036
Joseph R. Williams, President
Tel: (202) 659-1160

Virginia Dark-Fired and Sun-Cured
Tobacco Export Association, Inc.
Planters Warehouse
Blackstone, Virginia 23824
Marvin E. Inge, President and
General Manager
Tel: (703) 292-7259

TOBACCO (Continued)

Burley and Dark Leaf Tobacco Export
Association, Inc.
1100 - 17th Street, N.W., Room 306
Washington, D.C. 20036
Frank B. Snodgrass, Vice President
and Managing Director
Tel: (202) 296-6820

Leaf Tobacco Exporters Ass'n, Inc.
P.O. Box 1288
Raleigh, North Carolina 27602
Malcolm B. Seawell
Executive Vice President
Tel: (919) 833-1064

WHEAT:

Great Plains Wheat, Inc.
1030 - 15th Street, N.W., Suite 340
Washington, D.C. 20005
Joseph Halow
Executive Vice President
Tel: (202) 659-1240

Brazil

Otto Schlodtmann, Acting Director
Great Plains Wheat, Ltda.
Edificio Avenida Central
Salas 3314-15
Avenida Rio Branco 156
Rio de Janeiro 20 - 21
Tel: 42-4413 or 42-7846

Korea

George E. Wood, Director
Korea Office
Wheat Associates/U.S. Feed Grains
Council
Paik Nam Building, Room 1703
188-3 Euljiro 1-KA, Chung-ku
Seoul, Korea
Tel: 28-5127/28-9554

The Netherlands

Kenneth W. Lawson, Regional Director
for Europe, Africa and
Middle East
Great Plains Wheat, Inc.
E.N. Gebouw
Coolsingel 6
Rotterdam 1
Tel: 13-91-55

WHEAT (Continued)

Thomas Templeton, Regional Director
Manila Office
Wheat Associates, U.S.A., Inc.
P.O. Box 146
Rufino Building D-708
Makati, Rizal
Manila
Tel: 88-33-08

Venezuela

Almon C. Greenman, Regional Director
Caracas Office
Great Plains Wheat, Inc.
Apartado 62300 (chacao)
Caracas
Tel: 33-31-71

Western Wheat Associates, U.S.A., Inc.
804 American Bank Building
Portland, Oregon 97205
Richard K. Baum, President
Tel: (503) 223-8123

1030 - 15th Street, N.W., Suite 1008
Washington, D.C. 20005
Eugene B. Vickers, Vice President
for Administration
Tel: (202) 659-1737

India

Allan Hunt, Director
New Delhi Office
Wheat Associates, U.S.A., Inc.
Flat 5 Yashwant Place
Satya Marg, Chanakya Puri
New Delhi 21
Tel: 626-968

Japan

James L. Hutchinson, Vice President
for Asian Operations
Robert Bratland, Assistant Director
Wheat Associates, U.S.A., Inc.
Tameike Tokyu Bldg., (8th Floor)
1-14, 1-chome, Akasaka
Minato-ku
Tokyo 107
Tel: 582-7911, 7912, 7913, 7914

WHEAT (Continued)

Taiwan

Fred Schneider
Regional Director, Taipei
Wheat Associates, U.S.A., Inc.
114 Kwang-Wu Building
388 Tun Hua, South Road
Taipei
Tel: 783-826

OTHER U. S. TRADE ASSOCIATIONS WITH
PERIODIC SHORT-TERM PROJECTS

(January 1973)

(This includes those which have participated within the past year and can reasonably be expected to in the future.)

American Berkshire Association
601 West Monroe Street
Springfield, Illinois 62704
Gener Mason, Secretary
Tel: (217) 523-2123

American Corriedale Association, Inc.
P.O. Box 29C
Seneca, Illinois 61360
Russell E. Jackson, Secretary
Tel: (815) 357-6339

American Dairy Goat Association
P.O. Box 186
Spindale, North Carolina 28160
Don Wilson, Secretary-Treasurer
Tel: (704) 631-3801

The American Guernsey Cattle Club
70 Main Street
Petersborough, New Hampshire 03458
Max L. Dawdy, Secretary-Treasurer
Tel: (603) 924-3344

The American Jersey Cattle Club
1521 East Broad Street
Columbus, Ohio 43205
James F. Cavanaugh, Executive Secy.
Tel: (614) 252-3128

American Landrace Association
P.O. Box 111
Culver, Indiana 46511
Eugene G. Benedict
Secretary-Treasurer
Tel: (219) 842-3167

American Meat Institute
59 East Van Buren Street
Chicago, Illinois 60605
Herrell DeGraff, President
Aled P. Davis, Vice President
Tel: (312) 922-4690

Rm. 727 National Press Building
Washington, D.C. 20004
Dewey Bond, Washington Director
Tel: (202) 628-3603

American National Cattlemen's Ass'n
1011 Lincoln Street
Denver, Colorado 80203
George Spencer, Exec. Secretary
Tel: (303) 534-7103

Washington Office:
C. W. McMillan
1015 National Press Building
Washington, D.C. 20004
Tel: (202) 347-0228

American Rabbit Breeders Association
4325 Murray Avenue
Pittsburgh, Pennsylvania 15217
James Blyth, Secretary
Tel: (412) 421-1701

American Rambouillet Sheep Breeders
Association
2709 Sherwood Way
San Angelo, Texas 76901
Fred R. Campbell, District Director
Tel: (915) 387-2543 - Sonora
(915) 949-4414 - San Angelo

American Shorthorn Association
8288 Hascall Street
Omaha, Nebraska 68124
C. D. Swaffar, Secretary
Tel: (402) 393-7200

American Yorkshire Club
1001 South Street, Box 878
Lafayette, Indiana 47901
Wilbur L. Plager
Tel: (317) 742-8704

Ayrshire Cattle Breeders' Ass'n
Brandon, Vermont 95733
David Gibson, Jr., Exec. Secretary
Tel: (802) 247-5774

Grocery Manufacturers of America, Inc.
1425 K Street, N.W., Suite 900
Washington, D.C. 20005
George Koch, President
Tel: (202) 638-6100

Hampshire Swine Registry
1111 Main Street
Peoria, Illinois 61606
Harold Boucher, Secretary
Tel: (309) 674-9134

International Brangus Breeders'
Association, Inc.
908 Livestock Exchange Building
Kansas City, Missouri 64102
Roy W. Lilley, Exec. Secretary
Tel: (816) 842-7687

International Foodservice Manufacturers
Association
United of America Building
1 East Wacker Drive
Suite 2120
Chicago, Illinois 60601
Reuben R. Cordova, Executive
Vice President
Tel: (312) 467-0810

National Association of Meat Purveyors
120 South Riverside Plaza
Chicago, Illinois 60606
Ray Thill, Executive Secretary
Tel: (312) 782-8114

National Hide Association
130 North Wells Street, Suite 413
Chicago, Illinois 60606
John K. Minnoch, President
Tel: (312) 372-8883

National Independent Meat Packers Ass'n
734 - 15th Street, N.W.
Washington, D.C. 20005
John G. Mohay, Vice President
Tel: (202) 347-1000

National Livestock and Meat Board
36 South Wabash Avenue
Chicago, Illinois 60603
David H. Stroud, President
Tel: (312) 346-6465

Poland China Record Association
501 East Losey Street, Box 71
Galesburg, Illinois 61401
Roger Magstadt, Exec. Secretary
Tel: (312) 343-9853

Red Angus Association of America
P.O. Box 776
Denton, Texas 76201
Julius Todd, Executive Secretary
Tel: (817) 387-3502

Super Market Institute
200 East Ontario Street
Chicago, Illinois 60611
Michael J. O'Connor

United Duroc Swine Registry
1803 W. Detweiller Drive
Peoria, Illinois 61603
Bruce Henderson, Secretary
Tel: (309) 691-8094

CONTRACTORS UNDER MARKET DEVELOPMENT
EXPORT INCENTIVE PROGRAM (January 1973)

California Almond Growers Exchange
1802 C Street
Sacramento, California 95814
Glen Stalker, President
Tel: (916) 442-0771

Continental Nut Export Co.
P.O. Box 400
Chico, California 95926
Karl P. Fisher, Export Manager
Tel: (916) 342-6432 (Almonds)

Diamond Walnut Growers, Inc.
P.O. Box 1727
Stockton, California 95201
Paul Dobson, President
Tel: (209) 465-0201

Heggblade-Marguleas-Tenneco, Inc.
P.O. Box 1746
Indio, California 92201
Richard Jennings
Vice President, Marketing
Tel: (714) 347-7742 (Almonds)

Seald-Sweet Growers, Inc.
P.O. Box 2349
Tampa, Florida 33601
John T. Lesley
Executive Vice President and
General Manager
Tel: (813) 229-2931 (Grapefruit)

McAllen Fruit and Vegetable Co.
P.O. Box 100
112 North 23rd Street
McAllen, Texas 78501
M. F. Frost, Manager
Tel: (512) 686-3718 (Grapefruit)

Rio Del Mar Foods, Inc.
64 Pine Street
San Francisco, California 94111
Harry Bonn, President
Tel: (415) 421-6902 (Almonds)

Sunkist Growers, Inc.
14130 Riverside Drive
Los Angeles, California 91403
Russel L. Hanlin
Management Section
Tel: (213) 986-4800 (Grapefruit)

Sunland Marketing Company
P.O. Box 2268
Menlo Park, California 94025
Don Fehler, Director of Export
Marketing
Tel: (415) 854-2322 (Grapefruit)

Texas Citrus Exchange
P.O. Box 480
Edinburg, Texas 78539
H. E. Bryant, Treasurer
Tel: (512) 383-6281 (Grapefruit)

Sunsweet Growers, Inc.
P.O. Box 670
San Jose, California 95106
J. T. Kluge, Director of
Marketing
Tel: (404) 292-1414 (Prunes)

INTERNATIONAL BROKERS OR SELLERS

The Export Management Company (EMC) can provide a valuable service to U.S. manufacturers who export, or want to export. Generally, the EMC either acts as an export agent for one or more U.S. companies; or the EMC may take actual possession of products to be exported.

The EMC can perform one or more of the following services in behalf of the U.S. manufacturer and his products:

1. Find the overseas buyer through personal contact or through an overseas agency relationship.
2. Provide marketing data tailored to specific world areas and products.
3. Represent the U.S. manufacturer in overseas trade circles, and at overseas promotional events sponsored by the Foreign Agricultural Service.
4. Arrange for such export services as forwarding and shipping, financing, product introduction, and commercial promotion in the foreign market.
5. Serve, in effect, as the "export department" for the U.S. company.

The designation EMC does not apply to all such companies. Some of them refer to themselves as export brokers, international brokers, or by some other name. EMC is a fairly new name for the CEM, meaning Combination Export Manager.

Following is a partial listing of such companies that purportedly handle the export of American foods and other agricultural products. FAS lists them for the convenience of American exporters, and makes no claim regarding their reliability.

Arkansas

Riceland Foods
P.O. Box 926
Stuttgart, Arkansas 72160
W. F. Carle, Director of Marketing
Tel: (501) 922-6911
(Soybean meal, soybean mill run, lecithin, soybean salad oil, hydrogenated soybean oil, refined soybean oil, rice, and rice byproducts)

California

Allied Cannery and Packers, Inc.
444 Market Street
San Francisco, California 94111
Vincent C. Giordano, President
Tel: (415) 392-7126
(Food products for supermarkets -- Worldwide plus Poland and East Germany)

California (Continued)

American Philippine Trading
and Development Company
39 North First Street
San Jose, California 95113

James E. Baker, Inc.
P.O. Box 39699
3200 Los Feliz Boulevard
Los Angeles, California 90039
James E. Baker, President
Tel: (213) 663-2271

(Cottonseed meal and cake, soybean meal, beet pulp pellets, orange pulp, tallow, soybean and cottonseed oil, fish meal)

Berger & Plate Company
P.O. Box 26468
San Francisco, California 94126
Robert G. Richardson & W. R. Smith,
Export Managers
Tel: (415) 397-5324
(Seeds, pulses, spices, animal feeds -- Worldwide)

INTERNATIONAL BROKERS OR SELLERS (Continued)

California (Continued)

Eximport Services, Inc.
20609 Quedo Drive
Woodland Hills, California 91364
William L. Mikels, President
Tel: (213) 348-4288 or 348-0876

Harris Sales Company, Inc.
210 Center Street
Los Angeles, California 90012
Fred W. Harris, President
Tel: (213) 626-4673
(Frozen poultry, meat vegetables,
retail and institutional)

Lansjal International
P.O. Box 220
Los Altos, California 94022
Alfred A. Anastasia, Owner-President
Tel: (408) 967-6707
(Flour, fruits, food supplements,
quick freeze dried products --
Worldwide)

M-C International
717 Market Street
San Francisco, California 94103
Harvey Masonek, President
Tel: (415) 397-1455
(Tallow, canned goods, and fresh
fruits -- Far East)

John Stanley Horn Company
World Trade Center-Ferry Building
San Francisco, California 94111
Peter Horn
Tel: (415) 781-6789
(Food products for supermarkets
and institutional use -- Worldwide)

Trans International Airlines
International Airport
Oakland, California 94614
James Anderson, Manager, Livestock
Sales
Tel: (415) 635-3000
(Coordinates exports of livestock
worldwide)

Colorado

Colorado Agri-International, Inc.
1525 Sherman Street - #432
Denver, Colorado 80203
Wilbur A. Rogers
Tel: (303) 892-2848
(Wheat, seed, potatoes, sheep,
beans, broomcorn, vegetables,
swine, cattle)

Mountain States Commerce and
Traffic Services
2100 East Colfax Avenue
Denver, Colorado 80206
Gerald T. Boyle, President
(All agricultural commodities)

Connecticut

Agricultural Company of Pan America,
Inc.
Guilford, Connecticut 06437
R. Walter Bishop
Tel: (203) 453-2100
(Parent line breeding chicks
from all major strains, poultry
feed additives, vitamins and
trace minerals -- Worldwide)

Intercontinental Associates, Inc.
Box 396
Essex, Connecticut 06426
Capt. W. H. Collins, President
Tel: (203) 767-0224
(Dips, spices and salad dressings-
Europe, Asia, South Africa, and
Far East)

Florida

Florida Citrus Exchange
110 East Oak Avenue
Tampa, Florida
Tel: (813) 229-2931
(Fresh citrus, canned and frozen
citrus juices, single strength
citrus juice, citrus oils and
crystals -- Worldwide)

INTERNATIONAL BROKERS OR SELLERS (Continued)

Florida (Continued)

Sherry Joy Corporation
1784 W. Flagler
Suite 4
Miami, Florida 33135
Seymour Mandel, President
Tel: (305) 643-4779

Kruse and Associates, Inc.
1100 Southeast 9th Terrace
Hialeah, Florida 33010
Hal Kruse, President
Tel: (305) 888-7511
(Meats, fruits and vegetables --
Caribbean)

Overseas Service Corporation
2100 Palm Beach Lakes Boulevard
West Palm Beach, Florida 33401
Bert D. Akers, Vice President
Tel: (305) 683-4090
(Canned and frozen foods, fruits
and vegetables -- Puerto Rico,
Canal Zone, Middle East, Europe,
Philippines and S. E. Asia)

Romano & Sons, Inc.
7858 N. E. 2nd Avenue
Miami, Florida 33138
D. Hawkins
Tel: (305) 759-4162 or 759-6164
(Canned and frozen foods, other
dry edibles and other manufactured
items -- Worldwide)

Georgia

American Export Company
P.O. Box 434
Atlanta, Georgia 30301
Jules S. Mansour, President
Tel: (404) 457-8813
(Food products, meat and poultry,
frozen and canned)

A. J. C. International, Inc.
6065 Roswell Road, NE
Atlanta, Georgia 30328
Gerald L. Allison, President
Tel: (404) 252-6750
(Frozen chicken, beef, pork, and
related products)

Georgia (Continued)

Dunhill Importers, Ltd.
P.O. Box 49544
Atlanta, Georgia 30329
Louis Borgh
Tel: (404) 633-3849

The Walter Koch Company
Decatur Place, Georgia 30031
Mr. Gerald J. Lewis

Stone and Company
231 Abercorn Street
Savannah, Georgia 31401
Richard M. Stone, President
Tel: (912) 236-1327
(Food items)

Indiana

American Beverage & Supply Company
5700 W. Raymond Street
Park Fletcher Branch, Drawer AH
Indianapolis, Indiana 46241
Preston G. Woolf or Donald M. Claus
Tel: (317) 243-3531
(Foods and beverages, flavorings,
fruit juice concentrates -- world-
wide)

Iowa

Gordon Fennell Company
SGA Building
Cedar Rapids, Iowa 52401
Tel: (319) 362-2177
(Food products, popcorn, oats,
cereal)

Corwill International Corporation
Box 4830
Cedar Rapids, Iowa 52407
Galen G. Hafar
Tel: (319) 366-0476
(Machinery, canned foods)

Wal-Mar Import-Export - Feeds
622 - 11th Avenue N.
Ft. Dodge, Iowa 50501
Walter Bomhof
Tel: (515) 573-8739

INTERNATIONAL BROKERS OR SELLERS (Continued)

Missouri:

International Marketing Corporation
208 West 43rd Street
Kansas City, Missouri 64111
Neil Ball, President
Tel: (816) 531-4000

MEMCO

(Mid-America Export-Import Marketing
& Consulting Co. Inc.)
P. O. Box 8083
Shawnee Mission, Kansas 66208
Mogens Bjerrum, President
Leo Moore, Executive Vice President
Kenneth K. Whitney, Manager
Tel: (913) 831-4954

European Office of MEMCO
Sindbjergvej 31, Sejs
8600 Silkeborg
Denmark

Mogens Bjerrum, President
Tel: (06) 84 63 90

Allied Trading Corp.
1333 Swift Street
North Kansas City, Missouri 64116
Issa Batarse, President
Paul J. Vajdic, Vice President
Tel: (816) 842-2066
Cable address ALLIEDTRAD
Telex 424 129
(All agricultural products)

Yancey & Co.
Suite 103
6811 W. 63rd Street
Shawnee Mission, Kansas 66202
Jay D. Yancey
Tel: (913) 831-1161
Cable address YANCEY
(meat and poultry)

Louisiana

FAIRCO, Inc.
518 Gravier Street
New Orleans, Louisiana 70130
F. E. Ferchaud
Tel: (504) 524-0467
(General food items -- all areas)

Louisiana (Continued)

The J. W. George Company, Inc.
P. O. Box 2648
New Orleans, Louisiana 70116
J. W. George, President
Tel: (504) 945-3157
(Complete food lines, including
rice, beans; grain and by-products -
Worldwide)

J. T. Gibbons, Inc.
3000 Napoleon Avenue, 2nd Floor
P. O. Box 50579
New Orleans, Louisiana 70150
C. E. Ryan, Vice President
Tel: (504) 899-2377
(Animal feeds and concentrates,
vitamin premixes for feed mills.
All types of food products --
Approximately 90 countries of
the world)

Ben R. Hendrix Trading Company, Inc.
2340 International Trade Mart Blvd.
New Orleans, Louisiana 70130
Ben Hendrix, President
Tel: (504) 525-9915
(American cigarettes -- Central
and South America)

Otis McAllister Export Corporation
611 Gravier Street
New Orleans, Louisiana 70130
John W. Flatley, Vice President
Tel: (504) 524-1561
(Feed ingredients -- Europe,
Central America, Saudi Arabia,
Caribbean area)

Tri Coast Export-Import Company
902 International Trade Mart
New Orleans, Louisiana 70130
Al Alice
Tel: (504) 522-8820
(Snacks, candy -- Caribbean
area and West Africa)

Maryland

Agrachem International Corporation
100 St. Paul Street
Baltimore, Maryland 21202
Michael G. Antunes, Export Manager
Tel: (301) 539-0007

INTERNATIONAL BROKERS OR SELLERS (Continued)

Maryland (Continued)

Dennis Sales, Ltd.
P. O. Box 50
Salisbury, Maryland 21801
L. W. Dennis, President
Tel: (301) 742-1585

Trade Routes, Ltd.
Chamber of Commerce Building
17 Commerce Street
Baltimore, Maryland 21202
Tel: (301) 539-0060

Massachusetts

Michelson Livestock International, Inc.
Turnpike Street
South Easton, Massachusetts 02375
Tel: (617) 238-9941

Minnesota

Consultants International, Inc.
1661 Virginia Ave. South
Minneapolis, Minnesota
Tel: (612) 544-4434

Minnesota

Consultants International, Inc.
1661 Virginia Ave. South
Minneapolis, Minnesota 55426
Tel: (612) 544-4434

Dependable Feed Services
520 Flour Exchange Bldg.
Minneapolis, Minnesota 55415
Tel: (612) 332-8866

Export & Import Company
4565 W. 77th St.
Minneapolis, Minnesota 55435
Tel: (612) 335-7437

Export Import Managers Company
430 1st Ave. N.
Minneapolis, Minnesota 55401
Tel: (612) 335-7437

Exportec Corporation
720 West 94th St.
Minneapolis, Minnesota 55420
Tel: (612) 888-8131

Minnesota (Continued)

Hollandale Marketing Association
Hollandale, Minnesota 56045
Tel: (507) 889-4422

International Multifoods
1200 Multifoods Bldg.
8th & Marquette
Minneapolis, Minnesota 55402
Leon A. Demee, Director of Inter-
national Trading
Tel: (612) 339-8444

International Operations, Inc.
7317 Cahill Road
Minneapolis, Minnesota 55435
Tel: (612) 941-7337

I. S. Joseph Company, Inc.
800 Flour Exchange
Minneapolis, Minnesota 55415
Tel: (612) 338-8431

Minneapolis Export Co.
824 South 4th St.
Minneapolis, Minnesota 55415
Tel: (612) 333-3467

Minneapolis International Company
2948 Nicollet Ave.
Minneapolis, Minnesota 55408
Tel: (612) 822-1594

Minnesota Pork Producers Association
208 Fairview Drive
Albert Lea, Minnesota 56007
Tel: (507) 373-4965

Overseas Commodities Corporation
512 Grain Exchange Bldg.
Minneapolis, Minnesota 55415
Tel: (612) 339-7213

Red River Valley Potato Growers
P. O. Box 301
East Grand Forks, Minnesota 56721
Tel: (218) 773-1197

Terrco Export Sales Company
2843 26th Ave. South
Minneapolis, Minnesota 55406
Tel: (612) 729-2377

INTERNATIONAL BROKERS OR SELLERS (Continued)

Minnesota (Continued)

Total Packaging
2600 Cleveland Ave. N.
St. Paul, Minnesota 55113
Tel: (612) 633-9686

Waterbury International Corporation
2021 Hennepin Ave. E.
Minneapolis, Minnesota 55413
Tel: (612) 331-2768

Wellens & Co., Inc.
6950 France Ave. S.
Minneapolis, Minnesota 55435
Tel: (612) 927-7166

Weinstein International, Inc.
5738 Olson Highway
Minneapolis, Minnesota 55422
Harry Weinstein
Tel: (612) 546-4471

Mississippi

Chicken Galore International
P. O. Box 12023
Jackson, Mississippi 39211
D. Phil Turner, President
Tel: (601) 982-5722

Lipscomb Trading Company
P. O. Box 16399
Jackson, Mississippi 39211
Tel: (601) 982-5722
(feedstuff, foodstuff, misc.)

Pacifica, Inc.
P. O. Box 9404
Gulfport, Mississippi 39501
Tel: (601) 832-3324
(Varied)

New Hampshire

Valley View Farm
Walpole, New Hampshire 03608
Donald F. Larkin
Tel: (603) 756-3078
(Holstein dairy cattle)

New York

Amigo Foods Corporation
Row D-434-435-436
New York City Terminal Market
Hunts Point and East Bay Avenue
Bronx, New York
Jerold B. Krupnick, Treasurer
Tel: (212) 323-2223
(Fresh and frozen fruits and
vegetables, dairy products --
Caribbean and Europe)

Balfour MacLaine International
55 Broad Street
New York, New York 10004
Ann Shanahan
Tel: (212) 425-2100
(Canned and dried and
dehydrated fruits and vege-
tables, canned fish, bulk
and packaged rice and flour,
cotton greycloth, bulk
tobacco, tallow and vegetable
oils -- Africa, South America,
and Northern Europe)

Bauer International Corporation
39 Broadway
New York, New York 10006
John P. Bauer, President or
John C. Leonard
Tel: (212) 344-3500
(Poultry, dairy, canned and
frozen specialty products,
meat (packed for consumer
and institutional trade),
soybean oil, and dried products -
Far East, Middle East, Europe
and Africa)

Beatrice Export Sales Company
333 North Broadway, Room 3004
Jericho, New York 11753
John Waight
Tel: (516) 822-2885
(Canned, glass packed and frozen
feeds. Food manufacturing
products -- All major world
countries)

INTERNATIONAL BROKERS OR SELLERS (Continued)

Brewster, Leeds & Company, Inc.
22 West 38th Street
New York, New York 10018
B. Leon, Export Manager
Tel: (212) 563-5835
(Food products and allied products-
Worldwide)

A. E. Chew & Company, Inc.
One World Trade Center
Suite 1527
New York, New York 10048
Gerrit Jonkman
Tel: (212) 432-0590
(Complete line of food products--
All Europe, Denmark, Sweden,
Middle East, Israel, Venezuela,
Argentina, Hong Kong and Japan)

Dodwell and Company, Ltd.
120 Wall Street
New York, New York 10005
L. Zeisler
Tel: (212) HA2-1580
(Canned soups -- Hong Kong
and Japan)

East Coast Intercontinental Corp.
475 Northern Boulevard
Great Neck, New York 11021
Frederick G. Sternau
Tel: (516) 487-0353
(Freeze-dried orange, lemon, grape
and all berry flavor aids --
Principally West Germany and
Sweden)

Foreign Domestic Distributors, Inc.
11 West 42nd Street
New York, New York 10036
Stanley Kates
Tel: (212) 565-7037

Friend and Monahan Export Corp.
105-107 Horatio Street
New York, New York 10014
Seymour S. Friend, Co-Owner
Tel: (212) OR5-4810

New York (Continued)

Gilman International, Inc.
101 Maiden Lane
New York, New York 10038
J. Donovan Ellis, President
Tel: (212) BO9-7990
(General supermarket food
items -- U.K., W. Africa,
Libya, Persian Gulf, Hong
Kong and Middle East)

Graf and Glass, Inc.
1133 Broadway
New York, New York 10010
Leo Linden, General Manager
Tel: (212) 929-0533
(Powdered cheese, popcorn
and pork rinds -- Germany,
Belgium, Scotland, United
Kingdom and Italy)

K. I. D. Inc.
395 Broadway
New York, New York 10013
B. B. Gechtman, President
Tel: (212) 966-2595
(Fresh, canned, and frozen
foods -- 29 countries in
and around the Caribbean
and including the West
Indies)

Lloyd's Trading Corporation
185 Great Neck Road
Great Neck, New York 11021
Russ Caponetto, General Manager
Tel: (516) 482-8058
(Food stuffs - world wide)

Martin Brothers Tobacco Company, Inc.
2 Park Avenue
New York, New York 10016
Manton C. Martin, President
Hyman Matalon, Vice President
Tel: (212) MU5-7456
(Tobacco products, feed
additives or supplements)

INTERNATIONAL BROKERS OR SELLERS (Continued)

New York (Continued)

OBEX - Overseas Business Expansion
Services, Inc.
499 North Broadway
North White Plains, New York 10603
Peter G. Van der Spek, President
Tel: (914) 428-5386
(Practical export development
services, including strategy
planning, market surveys, assistance
in setting up export operations,
and sales representation abroad
through international network of
associates. Send for brochure.)

V & E Kohnstamm, Inc.
116 Nassau Street
Brooklyn, New York 11201
Edgar Kohnstamm, President
Esther Kleiman, Export Manager
Tel: (212) 624-3980
(Concentrates for producing
soft drinks, flavors and bases
for foods and beverages, baked
goods, frozen desserts -- 23
foreign countries)

L. M. White and Company
225 West 34th Street
New York, New York 10001
Arnold Gabel, Vice President
Tel: (212) 239-7474
(Dry beans, peas, pinto beans,
and feed grains)

North Carolina

A. B. Brannock, Ltd.
P. O. Box 18304
Raleigh, North Carolina 27609
A. B. Brannock, President
Tel: (919) 876-3133
(Frozen poultry, shrimp,
frozen eels) -- Far East, Bermuda,
Germany, Holland, and England)

Amies Corporation
P. O. Box 747
Wendell, North Carolina 27591
Roy Clark, General Manager
Tel: (919) 365-6471
(Tobacco, soybeans and lumber --
Taiwan, Hong Kong, Japan and
North Africa)

North Carolina (Continued)

Suggs and Company, Limited
P. O. Box 11205
Raleigh, North Carolina 27604
Ben Suggs, Manager
Tel: (919) 834-2333
(Worldwide)

Oregon

E. F. Burlingham & Son
P. O. Box 217
Forest Grove, Oregon 97116
George Burlingham
Tel: (503) 357-2141
(Grass seeds -- worldwide)

Carlton Nursery, Inc.
P. O. Box 8
Forest Grove, Oregon 97116
Len Brooks
Tel: (503) 357-2106
(Fruit, flowering and shade
trees -- worldwide)

Diamond Fruit Growers
P. O. Box 180
Hood River, Oregon 97031
Richard E. Eades
Tel: (503) 386-3111
(Fresh apples, pears, cherries,
canned fruit, vegetables --
worldwide)

Essential Oils, Inc.
Route 1, Box 164
Jefferson, Oregon 97352
Dave Turnidge
Tel: (503) 327-2262
(Essential oils -- worldwide)

Norpac Growers, Inc.
P. O. Box 203
Dundee, Oregon 97115
Ralph Yocum, Sales Manager
Tel: (503) 538-2137
(Filberts, walnuts -- worldwide)

North Pacific Cannery & Packers, Inc.
P. O. Box 02113
Portland, Oregon 97202
George H. Robertson
Tel: (503) 234-7241
(Canned fruit, vegetables,
frozen vegetables, frozen fruit)

INTERNATIONAL BROKERS OR SELLERS (Continued)

Oregon (Continued)

Oregon Bulb Farms
P. O. Box 529
Gresham, Oregon 97030
Tel: (503) 663-3133
(Lily bulbs -- worldwide)

Oregon Commodities Company
1007 Corbett Building
Portland, Oregon 97204
E. R. (Gene) Kempf
Tel: (503) 227-1133
(Pulses, seeds -- worldwide)

Oregon Prune Exchange
1840 B Street
Forest Grove, Oregon 97116
Robert J. Vande Bergh
Tel: (503) 357-6800
(Dried Prunes -- Worldwide)

Pacific Supply Cooperative
P. O. Box 3588
Portland, Oregon 97208
George Nakata, Export Manager
Tel: (503) 235-8811
(Pulses and seeds -- Worldwide)

PAL
Phil Livesley Company
8715 Pueblo, N. E.
Brooks, Oregon 97305
Tel: (503) 585-6131
(Fresh vegetables and onions --
Worldwide)

Willamette Cherry Growers
1520 Woodrow, N. E.
Salem, Oregon 97303
Jim Bryce
Tel: (503) 364-8421
(Brined cherries, maraschino
cherries -- Worldwide)

Pennsylvania

Great Circle Company
44 East Court Street
Doylestown, Pennsylvania 18901
Innes Simpson, President
Tel: (215) 345-7799
(Food stuffs, all types)

Pennsylvania (Continued)

Premium Marketing Company
P. O. Box 463
Lansdale, Pennsylvania 19446
Joseph L. Margulis
Tel: (215) 368-2920
(Food stuffs, all types)

Singer Brokerage Company
518 Ryers Avenue
Chestlenham, Pennsylvania 19012
Tel: (215) CA4-1900
(Processed foods)

Anthony M. Swartz Associates, Inc.
Suite 300, Dublin Hall
177 Walton Road
Blue Bell, Pennsylvania 19422
Anthony M. Swartz, President
Tel: (215) 643-3040

Texas

Polser Exports, Inc.
P. O. Box 8481
Dallas, Texas 75205
Tel: (214) 369-5825

Virginia

American Overseas Industries Corp.
Richmond International Airport
Post Office Box H
Sandston, Virginia 23150
Charles H. Miller, President
Tel: (703) 222-7401
(Edible oils, condiments,
spices, farm equipment,
Worldwide)

Globus Corporation
2425 Wilson Boulevard
Arlington, Virginia 22201
P. J. T. Nelsen, President
Tel: (703) 525-5545
(Livestock -- Worldwide)

Virginia Purebred Livestock, Int'l.
Inc.
Hardyville, Virginia 23070
Fred S. Crittenden, Export Director
Tel: (703) PR6-3701

INTERNATIONAL BROKERS OR SELLERS (Continued)

Washington

D. Colasurdo & Associates
P. O. Box 242
Mercer Island, Washington 98040
D. Colasurdo
Tel: (206) 232-5939 or (206) 232-1337

Export Pacific, Inc.
1942 E. 11th
Tacoma, Washington 98421
Chauncey Griggs, President
Tel: (206) BR2-0305

F. A. Gosse Company
1000 Second Avenue
Seattle, Washington 98104
F. A. Gosse, Washington
Tel: (206) MA2-0475

John Gourley Company
1520 Occidental Ave. S.
Seattle, Washington 98134
Dale Ford
Tel: (206) MA2-9241

International Fruit & Produce Company
P. O. Box 35
University Station
Seattle, Washington 98105
Henry G. Kamstra
Tel: (206) 523-5122, 523-4942

International Products Sales, Inc.
11504 NE 19th St.
Bellevue, Washington 98004
J. P. Veigel
Tel: (206) 455-4111

Intie Ltd.
P. O. Box 1284
Tacoma, Washington 98401
Lawrence M. Skidmore

Jensen-McLean Company, Inc.
31st Floor
Smith Tower Building
Seattle, Washington 98104
Robert S. Hofeditz, General Manager
Tel: (206) MA2-7041

Washington (Continued)

Northwest Cold Pack Company
P. O. Box 38
Bainbridge Island, Washington 98110
Peter I. Hamilton, President
Tel: (206) 842-4741

Northwest Commerce Corporation
P. O. Box 3239
Tacoma, Washington 98499
A. M. Browne
Tel: (206) 588-6370

Olympic Marketing Company
3224 Seattle First National Bank
Building
Seattle, Washington 98104
John D. Hancke
Tel: (206) 682-3822

Rathke & Company
418 Maritime Bldg.
Seattle, Washington 98104
Clark E. Rathke, President
Tel: (206) 624-4421

Wilbur-Ellis Company
2460 Sixth Ave. So.
Seattle, Washington 98134
D. L. Thomson
Tel: (206) MA3-3135

A. B. Manring, Export Management
P. O. Box 1865
Bellevue, Washington 98009
A. B. Manring
Tel: (206) 746-6152

U. S. DEPARTMENT OF COMMERCE
Washington, D. C. 20230

Promotes and assists U. S. trade and investment overseas through trade missions, exhibits, and other means. Provides services to exporters such as overseas business reports and trade lists, trade opportunities in foreign markets, and reports on individual traders overseas.

James F. Lavery, Chief
Business Counseling Section
Office of Export Development
Bureau of International Commerce
14th & Constitution Avenue, N.W.
Washington, D. C. 20230
Tel: (202) 967-3181

Field Offices

Write to Field Office, U. S. Department of Commerce, followed by the appropriate address below.

Albuquerque, New Mexico 87101
U. S. Courthouse - Room 316
William E. Dwyer, Director
Tel: (505) 843-2386

Anchorage, Alaska 99501
632 W. Sixth Avenue, Suite 412
Hill Building
Everett W. Buness, Director
Tel: (907) 272-6531

Atlanta, Georgia 30309
1401 Peachtree Street, N.W.
Suite 523
David S. Williamson, Director
Tel: (404) 526-6000

Baltimore, Maryland 21202
415 U. S. Customhouse
Gay and Lombard Streets
Carroll F. Hopkins, Director
Tel: (301) 962-3560

Birmingham, Alabama 35205
Suite 200-201
908 South 20th Street
Gayle C. Shelton, Jr., Director
Tel: (205) 325-3327

Boston, Massachusetts 02116
10th Floor, 441 Stuart Street
Richard F. Treadway, Director
Tel: (617) 223-2312

Buffalo, New York 14202
910 Federal Building
111 West Huron Street
Robert F. Magee, Director
Tel: (716) 842-3208

Charleston, South Carolina 29403
Federal Building, Suite 631
334 Meeting Street
Paul Quattlebaum, Jr., Director
Tel: (803) 577-4171

Charleston, West Virginia 25301
3000 New Federal Office Building
500 Quarrier Street
J. Raymond DePaulo, Director
Tel: (304) 343-6181, Ext. 375

Cheyenne, Wyoming 82001
6022 O'Mahoney Federal Center
2120 Capitol Avenue
Joseph D. Davis, Director
Tel: (307) 778-2220, Ext. 2151

Chicago, Illinois 60603
1406 Mid Continental Plaza Building
55 E. Monroe Street
Gerald M. Marks, Director
Tel: (312) 353-4450

Cincinnati, Ohio 45202
8028 Federal Office Building
550 Main Street
Thomas E. Ferguson, Director
Tel: (513) 684-2944

FIELD OFFICES (Continued)

Cleveland, Ohio 44114 Room 600, 666 Euclid Avenue Charles B. Stebbins, Director Tel: (216) 522-4750	Jacksonville, Florida 32207 4080 Woodcock Drive, Suite 129 John Marshall III, Acting Director Tel: (904) 791-2796
Dallas, Texas 75202 Room 3E7, 1100 Commerce Street C. Carmon Stiles, Director Tel: (214) 749-3287	Kansas City, Missouri 64106 Room 1840, 601 East 12th Street George H. Payne, Director Tel: (816) 374-3141
Denver, Colorado 80202 Room 161, New Customhouse 19th and Stout Streets John G. McMurtry, Director Tel: (303) 837-3246	Los Angeles, California 90024 11201 Federal Building 11000 Wilshire Boulevard Stanley K. Crook, Director Tel: (213) 824-7591
Des Moines, Iowa 50309 609 Federal Building 210 Walnut Street Robert E. Case, Director Tel: (515) 284-4222	Memphis, Tennessee 38103 Room 710, 147 Jefferson Avenue Bradford H. Rice, Director Tel: (901) 534-3214
Detroit, Michigan 48226 445 Federal Building S. John Byington, Acting Director Tel: (313) 226-6088	Miami, Florida 33130 Room 821, City National Bank Building 25 West Flagler Street Roger J. LaRoche, Director Tel: (305) 350-5267
Greensboro, North Carolina 27402 258 Federal Building West Market Street P.O. Box 1950 Joel B. New, Director Tel: (919) 275-9111	Milwaukee, Wisconsin 53203 Straus Building 238 West Wisconsin Avenue David F. Howe, Director Tel: (414) 224-3473
Hartford, Connecticut 06103 Room 610-B Federal Office Building 450 Main Street Richard C. Kilbourn, Director Tel: (203) 244-3530	Minneapolis, Minnesota 55401 306 Federal Building 110 South Fourth Street Glenn A. Matson, Director Tel: (612) 725-2133
Honolulu, Hawaii 96813 286 Alexander Young Building 1015 Bishop Street John S. Davies, Director Tel: (808) 546-8694	Newark, New Jersey 07102 24 Commerce Street Thomas Skidmore, Director Tel: (201) 645-6214
Houston, Texas 77002 1017 Old Federal Building 201 Fannin Street Edward T. Fecteau, Jr., Director Tel: (713) 226-4231	New Orleans, Louisiana 70130 909 Federal Office Building, South 610 South Street Edwin A. Leland, Jr., Director Tel: (504) 527-6546

FIELD OFFICES (Continued)

New York, New York 10007
41st Floor, Federal Office Building
26 Federal Plaza, Foley Square
Arthur C. Rutzen, Director
Tel: (212) 264-0634

Philadelphia, Pennsylvania 19107
Jefferson Building
1015 Chestnut Street
Patrick P. McCabe, Acting Director
Tel: (215) 597-2850

Phoenix, Arizona 85004
508 Greater Arizona Savings Building
112 North Central Avenue
Donald W. Fry, Director
Tel: (602) 261-3285

Pittsburgh, Pennsylvania 15222
431 Federal Building
1000 Liberty Avenue
Lewis E. Conman, Director
Tel: (412) 644-2850

Portland, Oregon 97205
Suite 501
921 S. W. Washington Street
J. D. Chapman, Director
Tel: (503) 221-3001

Reno, Nevada 89502
2028 Federal Building
300 Booth Street
Jack M. Howell, Director
Tel: (702) 784-5203

Richmond, Virginia 23240
8010 Federal Building
400 North 8th Street
Weldon W. Tuck, Director
Tel: (703) 782-2246

St. Louis, Missouri 63103
2511 Federal Building
1520 Market Street
Donald B. Loso, Director
Tel: (314) 622-4243

Salt Lake City, Utah 84111
1201 Federal Building
125 South State Street
Ray L. White, Director
Tel: (801) 524-5116

San Francisco, California 94102
Federal Building
Box 36013
450 Golden Gate Avenue
Philip M. Creighton, Director
Tel: (415) 556-5864

San Juan, Puerto Rico 00902
Room 100
Post Office Building
Enrique Vilella, Director
Tel: (809) 723-4640

Savannah, Georgia 31402
235 U. S. Courthouse and Post
Office Building
125-29 Bull Street
James W. McIntire, Director
Tel: (912) 323-4321

Seattle, Washington 98109
702 Lake Union Building
1700 West Lake Avenue North
Judson S. Wonderly, Director
Tel: (206) 442-5615

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES OF
COUNTRIES THAT HAVE MAJOR IMPORTS OF U. S. AGRICULTURAL PRODUCTS

The Embassies can provide general information on economic and political conditions, duties, regulations, and travel in their countries. Specific questions on duties and trade regulations should usually be referred to the Foreign Consulates which are located at many of the leading U. S. ports.

Australia

Australian Embassy
1601 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 797-3000

Dominican Republic

Dominican Republic Embassy
1715 22nd Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-6280

Belgium

Belgian Embassy
3330 Garfield Street
Washington, D. C. 20008
Tel: (202) 333-6900

France

French Embassy
2535 Belmont Road, N. W.
Washington, D. C. 20008
Tel: (202) 234-0990

Brazil

Brazilian Embassy
3006 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 797-0100

Germany

German Embassy
4645 Reservoir Road, N. W.
Washington, D. C. 20007
Tel: (202) 331-3000

Canada

Embassy of Canada
1746 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 785-1400

Greece

Greek Embassy
2221 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 667-3168

Chile

Embassy of Chile
1736 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 785-1746

Guatemala

Embassy of Guatemala
2220 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-2828

Colombia

Colombian Embassy
2118 Leroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 387-5828

Hungary

Hungarian Embassy
2437 15th Street, N. W.
Washington, D. C. 20009
Tel: (202) 387-3800

Denmark

Danish Embassy
3200 Whitehaven Street, N. W.
Washington, D. C. 20008
Tel: (202) 234-4300

India

Indian Embassy
2107 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-5050

FOREIGN EMBASSIES (Continued)

Indonesia

Embassy of Indonesia
2020 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 293-1745

Iran

Embassy of Iran
3005 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-5500

Ireland

Embassy of Ireland
2234 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-7639

Israel

Embassy of Israel
1621 22nd Street, N. W.
Washington, D. C. 20008
Tel: (202) 483-4100

Italy

Italian Embassy
1601 Fuller Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-1935

Jamaica

Embassy of Jamaica
1666 Connecticut Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 387-1010

Japan

Embassy of Japan
2520 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-2266

Korea

Korean Embassy
2320 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-7383

Lebanon

Embassy of Lebanon
2560 28th Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-0300

Luxembourg

Luxembourg Embassy
2210 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-4171

Malaysia

Embassy of Malaysia
2401 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-7600

Mexico

Mexican Embassy
2829 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-6000

Morocco

Embassy of Morocco
1601 21st Street, N. W.
Washington, D. C. 20009
Tel: (202) 462-7979

Netherlands

Netherlands Embassy
4200 Linnean Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 244-5300

New Zealand

New Zealand Embassy
19 Observatory Circle
Washington, D. C. 20008
Tel: (202) 265-1721

Nigeria

Embassy of Nigeria
1333 16th Street, N. W.
Washington, D. C. 20036
Tel: (202) 234-4800

FOREIGN EMBASSIES (Continued)

Norway

Norwegian Embassy
3401 Massachusetts Avenue, N. W.
Washington, D. C. 20007
Tel: (202) 333-6000

Pakistan

Embassy of Pakistan
2315 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 332-8330

Panama

Panama Embassy
2862 McGill Terrace, N. W.
Washington, D. C. 20008
Tel: (202) 363-6085

Peru

Peruvian Embassy
1320 16th Street, N. W.
Washington, D. C. 20036
Tel: (202) 387-5150

Philippines

Philippine Embassy
1617 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 483-1414

Poland

Polish Embassy
2640 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-3800

Portugal

Portuguese Embassy
2125 Kalorama Road, N. W.
Washington, D. C. 20008
Tel: (202) 265-1643

Romania

Romanian Embassy
1601 23rd Street, N. W.
Washington, D. C. 20008
Tel: (202) 232-4747

Saudi Arabia

Saudi Arabian Embassy
1520 18th Street, N. W.
Washington, D. C. 20036
Tel: (202) 483-2100

Singapore

Embassy of the Republic of Singapore
1824 R Street, N. W.
Washington, D. C. 20009
Tel: (202) 667-7555

South Africa, Republic of

South African Embassy
3051 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 232-4400

South Viet-Nam

Embassy of Viet-Nam
2251 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 234-4860

Spain

Embassy of Spain
2700 15th Street, N. W.
Washington, D. C. 20009
Tel: (202) 265-0190

Sweden

Swedish Embassy
600 New Hampshire Avenue, N. W.
Washington, D. C. 20037
Tel: (202) 965-4100

FOREIGN EMBASSIES (Continued)

Switzerland

Switzerland Embassy
2900 Cathedral Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 462-1811

Taiwan

Embassy of the Republic
of China (Taiwan)
2311 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 667-9000

Thailand

Royal Thai (Thailand) Embassy
2300 Kalorama Road, N. W.
Washington, D. C. 20008
Tel: (202) 667-1446

Trinidad/Tobago

Embassy of Trinidad & Tobago
2209 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 232-3134

Tunisia

Embassy of Tunisia
2408 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-6644

United Kingdom

British Embassy
3100 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 462-1340

USSR

Embassy of the Union of Soviet
Socialist Republics
1125 16th Street, N. W.
Washington, D. C. 20036
Tel: (202) 628-8548

Venezuela

Venezuelan Embassy
2445 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-9600

Yugoslavia

Yugoslav Embassy
2410 California Street, N. W.
Washington, D. C. 20008
Tel: (202) 462-6566

EXPORT PAYMENT AND CREDIT

Export sales are usually paid for by one of three methods: an export letter of credit opened by the foreign buyer in favor of the seller in the United States; a draft drawn directly by the seller in the United States on the buyer abroad; or open account basis.

Letter of Credit

A letter of credit offers the greatest protection to the seller. When it is issued in irrevocable form by either a domestic or a foreign bank on behalf of a foreign buyer, it eliminates the credit risk. It assures the seller that he will be paid when the specified shipping documents are presented to the paying bank indicated in the letter of credit, provided that all the requirements of the credit have been met.

Sight and Time Drafts

Drafts are increasingly popular. With the sight draft, the buyer can defer payment until the foreign correspondent of the seller's bank presents the draft to him. Only after the payment is made does the buyer receive title to the goods the exporter shipped. In practice, the buyer often does not make payment--and take title--until the goods arrive in his country.

Sales on Open Account

If the buyer is well known to the seller, has a well established reputation, or is a foreign branch or subsidiary of a U.S. firm, the seller may want to do business on an open account, or even consignment basis.

Open account sales are simple and convenient, but they provide no negotiable instrument of obligation and there may be problems of collection if the buyer refuses to pay.

Commercial banks are the best source of information on export documentation and the various means of financing and insuring export sales. If your local bank does not handle export paper, it is probably a correspondent of a bank that does. For reference material on financing and credit, see the listing of Export Publications in this Directory.

COMMODITY CREDIT CORPORATION

The Commodity Credit Corporation provides for the financing of export sales of certain U. S. agricultural commodities for periods of a maximum of 36 months. This enables the U. S. exporter to sell such agricultural commodities to the foreign importer on a deferred-payment basis. For all transactions there is required an acceptable bank obligation and an assignment by the U.S. exporter of his account receivable. Interest is charged at rates announced each month by CCC. For further information contact:

COMMODITY CREDIT CORPORATION (Continued)

W. Glenn Tussey, Acting Director
CCC Credit Sales Division
Export Marketing Service
U. S. Department of Agriculture
14th & Independence Avenue, S. W.
Washington, D. C. 20250
Tel: (202) 447-6973

EXPORT-IMPORT BANK

In certain situations, private financing may not be available. In such cases, exporters should contact the Export-Import Bank, a U. S. government agency that promotes exports by guaranteeing loans made by commercial banks and by underwriting export credit insurance available through the Foreign Credit Insurance Association. For further information contact:

Export-Import Bank of Washington
811 Vermont Avenue, N. W.
Washington, D. C. 20571
Tel: (202) 737-7890

TRANSPORTATION SERVICES

The following agencies, departments, and associations can give general information on transportation services for exports of food and other agricultural commodities.

U. S. Department of Agriculture

Foreign Agricultural Service
Export Trade Services Division
Room 210 Auditors West Building
Telephone: 202/447-2570

Helps to identify transportation problems and expedites solutions working with the trade, cooperators, and State Departments of Agriculture.

Agriculture Research Service
Transportation and Facilities
Room 214, North Bldg. U.S.D.A. - ARC West
Beltsville, Maryland 20705
Tel: 301/344-2780

Performs transportation research for domestic and foreign marketing.

Export Marketing Service
Ocean Transportation Division
U.S. Department of Agriculture
Washington, D. C. 20250
Tel: 202/447-3664

General information on ocean transportation services for exports of food and agricultural commodities.

U.S. Department of Commerce

Maritime Administration
Office of Ports & Intermodal Systems
Washington, D. C. 20250
Tel: 202/426-4000

Civil Aeronautics Board

1825 Connecticut Ave., N.W.
Washington, D. C. 20428
Tel: 202/393-3111

An independent regulatory agency to encourage the development of an effective air transportation system; regulates air transportation; promotes adequate, economical, and efficient service at reasonable charges; and promotes, encourages, and develops civil aeronautics.

Interstate Commerce Commission

Constitution Ave. & 12th Street, N.W.
Washington, D. C. 20423
Tel: 202/343-1100

A Federal agency to regulate interstate surface transportation for the benefit of the public.

TRANSPORTATION SERVICES (Continued)

Federal Maritime Commission

Office of Tariffs and Practices
1405 I Street, N.W.
Washington, D. C. 20573
Tel: 202/382-3453

An independent agency that administers the regulatory statutes affecting water common carriers engaged in U.S. foreign commerce and the relationships between those carriers and shippers.

Associations

Air Freight Forwarders Association
1730 Rhode Island Avenue, N.W.
Washington, D. C. 20005
Tel: 202/293-1030

Information about air freight forwarders and their role in handling small shipments, performing complete traffic function for companies not having traffic departments, and coordinating and expediting all types of traffic for all classes of air shippers, including export documentation, banking, and other services.

Air Transport Association of America
1709 New York Avenue, N.W.
Washington, D. C. 20006
Tel: 202/872-4000

A trade association representing domestic and international scheduled U.S. flag airlines with headquarters in Washington, D. C.

National Customs Brokers and Forwarders Association of America
2000 N Street, N.W.
Washington, D. C. 20036
Tel: 202/872-8100

Association of American Railroads
1920 L Street, N.W.
Washington, D. C. 20036
Tel: 202/293-4000

The central coordinating and research agency in railroad operation--maintenance engineering, research safety, accounting, finance, valuation, taxation, legislation, and transportation.

American Trucking Association
1616 P Street, N.W.
Washington, D. C. 20036
Tel: (202) 269-3000

A national federation of fifty-one independent and autonomous "state trucking associations," each representing all classes and types of trucking operations, and thirteen independent and autonomous "conferences," each of which represents a special class or type of trucking operations.

TRANSPORTATION SERVICES (Continued)

American Association of Port Authorities
1612 K Street, N.W.
Washington, D. C. 20006
Tel: (202) 638-6263

A corporate body whose members include all the 70 major ports in the U.S. It provides the exporter and importer with information to help minimize the total cost of shipments and detailed rate schedules for both the land and ocean segments of transportation.

Containerization Institute, Inc.
15 East 40th Street
New York, New York 10016
Tel: (212) 686-1824

A clearing house of information about the container industry. Acts as liaison with industry committees and government agencies and is the industry headquarters for information on technical problems and new developments.

EXPORT PUBLICATIONS

U.S. DEPARTMENT OF AGRICULTURE

Foreign Agricultural Service
Information Services Branch
FAS, Room 5918-S
U.S. Department of Agriculture
Washington, D. C. 20250

Foreign Agriculture. A weekly magazine reporting on and interpreting world agricultural development for U.S. producers, processors, distributors, and users of farm products. Emphasis is on current and background information useful to export marketing. Includes news and statistics on world crops and markets. Subscription: \$20 per year in U.S. (\$25 foreign). Send order and check to Superintendent of Documents, U.S. Government Printing Office, Washington, D. C. 20402.

Foreign Agricultural Circulars. Production, trade, and other specialized reports on 23 major world commodity groups issued at irregular intervals during the year; also monthly statistical report on commodities in world trade; no charge for single copies. Available without cost to residents of the United States. For complete information and order blank, write the Information Services Branch.

Special Reports. Reports on foreign agricultural situations, particularly relating to agricultural commodity and trade policy developments; no charge for single copies. For catalogue and ordering instructions, write the Information Services Branch.

Dictionary of International Agricultural Trade. A vocabulary of foreign agricultural trade terms (AH-411 April 1971).

Export Marketing Service
Room 4086-S, EMS
U.S. Department of Agriculture
Washington, D. C. 20250

The Export Marketing Service and Its Program. A brochure explaining the commercial and concessional export program administered by EMS.

The U.S. Wheat Export Payment Program. Brochure discussing the purpose and method of administration of cash export payment program for wheat.

How Small Business Can Benefit From PL-480 Exports. A brief explanation of the Title I PL-480 sales program, intended primarily to inform the exporter not now participating in this program.

The Public Law 480 Program. Brochure explaining the sales and donations programs under Public Law 480. For prospective participants or the general public.

CCC Export Credit Sales Program, General Information. Describes in outline form this short-term export credit program, with specimen forms of basic documents.

U.S. DEPARTMENT OF AGRICULTURE (Continued)

Export Marketing Service (Continued)

CCC Export Credit Sales Program--How It Works. Essentials of this credit program and how to participate.

The Barter Export Program, What It Is--How It Works. A guide to the Barter program, in question and answer form, designed to provide information for barter contractors, prospective contractors, agricultural commodity exporters, banks, and others interested in participating in the program. Also serves as a comprehensive summary of the program for use by teachers, students, and the general public.

Annual Report, Public Law 480--President's report to Congress on PL-480 operations. Available annually about April 1 for the preceding calendar year.

Economic Research Service

Division of Information

Office of Management Services

U.S. Department of Agriculture

Washington, D. C. 20250

Foreign Agricultural Trade of the United States. A monthly statistical and analytical review emphasizing the current status and outlook for U.S. agricultural trade, including exports under specified Government-financed programs, commercial exports, price developments, and quantity index for selected commodity groups.

World Monetary Conditions in Relation to Agricultural Trade, published in May and November, reviews important events in international finance and trade and their implications for U.S. agricultural exports, and appraises the financial position of selected foreign countries. Special articles provide a background of monetary intelligence. The contributions of agriculture to the U.S. balance of payments and to total trade position also are reviewed.

World Agricultural Situation, published in December, appraises world agriculture for the current calendar year. Regional situation reports are issued in April for Western Hemisphere, Western Europe, the Communist Areas, Far East and Oceania, and Africa and West Asia. Each report gives data by country on agricultural output, U.S. trade, trends, and policy developments.

Extension Service

J. R. Corley

ES, U.S. Department of Agriculture

Washington, D. C. 20250

How to Develop Export Markets for U.S. Foods and Agricultural Products.

(1) Exporter's Guide provides a concise set of guidelines for the businessman who is contemplating exporting his products; (2) Instructor's Handbook provides information for use in conducting meetings, seminars, and workshops on export marketing of agricultural and food products. Visual outline suitable for making transparencies included. Instructor's Handbook, \$5.50 each.

U.S. DEPARTMENT OF AGRICULTURE (Continued)

Extension Service (Continued)

Marketing Soybeans and Soybean Products Around the World. A report on observations of the world market for U.S. soybeans, prepared by two soybean market study teams of extension marketing specialists.

U.S. Rice: Today and Tomorrow. Rising costs of Government programs and impressive changes in world rice production and marketing systems suggest a new look at the rice industry. Four leaflets present the story. (1) The U.S. Rice Industry--1972; (2) The Domestic Market for Rice; (3) U.S. Rice in International Markets; and (4) U.S. Agricultural Policies for the Rice Industry.

Agricultural Trade Policies. A 1969 series of six leaflets by eminent university authorities--No. 1, World Trade Situation and Environment; No. 2, Market Access and Barriers to Trade; No. 3, Continuation of Present Policies; No. 4, Protectionism and Its Consequences; No. 5, Freer Trade and Its Consequences; and No. 6, Developing Foreign Markets.

South Carolina International Trade Directory, 1969. A useful directory for exporters and others interested in obtaining information about South Carolina firms engaged in foreign commerce. Copies may be obtained from Clemson University, Department of Agricultural Economics, South Carolina Agricultural Experiment Station, Clemson, South Carolina 29631.

Building World Markets for U.S. Soybeans. A leaflet useful as a handout at producer meetings on the importance of various activities used to develop markets for soybeans.

Soybean Demand Around the World. This leaflet may accompany the preceding listed leaflet in soybean export market activities. It provides information and statistics on principal world markets for soybeans and soybean products.

U.S. DEPARTMENT OF COMMERCE

Commerce Today. Bi-weekly news magazine, the principal Department of Commerce publication on international trade. Concise, up-to-date information on trade and investment around the world; special sections on business leads; export, import, agency, and investment opportunities. \$33 a year (\$8.25 additional for foreign address). Sample copy from Department of Commerce District Offices on request.

Commerce Business Daily. A daily synopsis of U.S. Government procurement invitations, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities. Daily. Order from Department of Commerce District Offices or the Superintendent of Documents, Washington, D. C. 20402. \$40 per year; \$30.25 extra for Air Mail service.

Checklist of International Business Publications. Lists international publications issued by the Commerce Department. Order from Department of Commerce District Offices. Free.

Introductory Guide to Exporting. Describes basic steps in exporting as well as services of the Department of Commerce. For sale by the Superintendent

U.S. DEPARTMENT OF COMMERCE (Continued)

Introductory Guide to Exporting (Continued) of Documents, U.S. Government Printing Office, Washington, D. C. 20402. Price 40 cents.

Overseas Trade Centers and Fairs. Describes the overseas exhibitions program of the Department of Commerce and tells how firms can take part in exhibitions. Available from Department of Commerce District Offices.

A Guide to Financing Exports. Discusses methods of financing and organizations which offer financing services for exporters. Available from Commerce Department District Offices. Free.

The EMC- Your Export Department. Describes the services offered firms new to export by Export Management Companies. Available from Commerce Department District Offices. Free.

How to Get the Most from Overseas Exhibitions. Describes techniques and practices for successfully exhibiting products at overseas fairs and exhibitions. Available from Commerce Department District Offices. Free.

World Traders Data Reports. These reports provide detailed descriptive background information on specific foreign firms. They contain names, addresses of sources of credit, financial and commercial data as well as information on year established, method of operation, lines handled, size of firm's sales territory, name of chief executive, general reputation in trade and financial circles, and names of firm's trading connections. Available from Department of Commerce District Offices. \$5 each.

Agent/Distributor Service. Designed for the businessman who needs assistance in identifying potential foreign agents or distributors, who may be interested in a business relationship. Information supplied consists of up to three names of foreign companies who have expressed an interest in the specific U.S. proposal and who have indicated a readiness to correspond with the requesting U.S. firm. Service available from Commerce Department District Offices. \$5 per survey.

SMALL BUSINESS ADMINISTRATION

Export Marketing for Smaller Firms. This Small Business Administration publication described how smaller business firms can either expand their export trade or enter the export market. Order from Superintendent of Documents, Washington, D. C. 20402. \$0.60.

PARTIAL LIST OF BUSINESS PUBLICATIONS

Container News (Magazine). Covers significant U.S. and world developments in containerization for ocean and air transportation. Published monthly by Communication Channels, Inc., 461 Eighth Avenue, New York, New York 10001. \$6 U.S. and Canada, all other countries \$7 per year.

Quick Frozen Foods International (Magazine). Quarterly for the international frozen food industry. Circulated in over 70 countries. Publisher: E. W. Williams, 757 Third Avenue, New York, New York 10017. Subscription rate \$6 per year, or \$11 for two years.

PARTIAL LIST OF BUSINESS PUBLICATIONS (Continued)

Intermodal World (Magazine). Articles on cargo transport and handling methods from breakbulk to containerization, roll on/roll off and L.A.S.H. in. Also has list of container stations or pool points maintained in the U.S. and Canada. Published monthly by Brandon's Intermodal World, World Trade Center, New York, New York 10048.

Quick Frozen Foods International (Magazine). Also publishes a Quick Frozen Foods Directory which lists frozen food processors in foreign countries as well as the U.S. Published by E. W. Williams Publications, Inc., 205 E. 42nd Street, New York, New York 10017.

Worldwide Marketing Horizons. A monthly magazine with feature articles and listings of marketing opportunities in international trade. Pan American World Airways, Inc., Pan Am Building, New York, New York 10017.

Export Handbook. A publication of the Mid-America International Agri-Trade Council outlining the various methods of selling overseas, the services provided by specialized agencies in foreign trade, the major export service agencies in the Midwest, and other information for Midwest exporters of food and agricultural products. For copies write MIATCO, Mercantile Exchange Building, Suite 710, 200 West Washington Street, Chicago, Illinois 60606.

AIM Export Directory. A publication of the Atlantic International Marketing Committee representing the State Departments of Agriculture of North Carolina, South Carolina, Maryland, and Virginia. Lists and describes export products, export contacts and export services in the area. Copies can be obtained from any of the above State Departments of Agriculture.

American Register of Exporters and Importers. Lists over 25,000 active American export and import firms, products handled, and allied data. Includes names of some 2,500 buyers and bankers. Annual \$20. American Register of Exporters and Importers Corporation, 90 West Broadway, New York, New York 10007.

Thomas Grocery Register. A buyers' and sellers' guide of the grocery and allied trades of the United States and Canada, published annually in July. Thomas Publishing Company, 1 Penn. Plaza, New York, New York 10001. \$20 parcel postage prepaid.

Custom House Guide. United States tariff schedules, duty rates, ports, internal revenue code, customs, shipping and commerce regulations, reciprocal trade agreements. Annual. Custom House Guide, 107 South Tyson Avenue, Floral Park, New York 11001. The price is \$43.00. Includes 12 monthly issues of the American Import and Export Bulletin, a companion publication which will keep the guide up to date throughout the year.

Export Shipping Manual, International Trade Reporter. Contains country-by-country shipping information. Supplementary pages are mailed to subscribers incorporating changes as they occur. The Bureau of National Affairs, Inc., 1231 Twenty-fifth Street, N.W., Washington, D. C. 20037. \$104 per year.

Import and Exchange Controls Manual. Import controls and regulations for all foreign markets with a weekly supplement incorporating changes. The Bureau of National Affairs, Inc., 1231 Twenty-fifth Street, N.W.,

PARTIAL LIST OF BUSINESS PUBLICATIONS

Import and Exchange Controls Manual. (Continued) Washington, D. C. 20037. \$116 per year.

Export Documentation and Shipment Preparation. A detailed outline of the procedures and steps in making out letters of credit, bills of lading, and other export documentation. The Traffic Service Corporation, Washington Building, Washington, D. C. 20005. \$3.95

Practical Exporting and Importing. A textbook describing the fundamental operations in exports from a businessman's point of view. Philip MacDonald, second edition, 1959. The Ronald Press Company, 79 Madison Avenue, New York, New York 10016. \$8.50.

DUN & BRADSTREET PUBLICATIONS

99 Church Street

New York, New York 10008

Exporters' Encyclopaedia. Regulations and procedures required for shipping to every country in the world, plus information on preparing export shipments. Lists world ports, steamship lines, freight forwarders, Government agencies, and foreign trade organizations. Special sections on packing, marine insurance, export terms, and many other aspects of foreign trade. Annual \$105. Price includes twice-monthly supplementary bulletins and newsletters.

World Marketing. A newsletter, issued twice monthly, covering developments in the export business. \$20.

How to Get Started in Exporting: A \$204 Billion Market. A guide for the businessman of the initial steps and procedures in developing an export business. \$1.95.

International Market Guides. Extensive directories of firm listings and trade market data. Reference books which identify and classify leading business firms. Latin America edition \$330. Continental Europe edition \$270. United Kingdom Register \$335.

U.S. CHAMBER OF COMMERCE PUBLICATIONS

1615 H. Street, N. W.

Washington, D. C. 20006

Foreign Commerce Handbook. Outlines functions, activities, and services of U.S. Government and inter-governmental and private organizations concerned with foreign trade. Contains data and sources of information, including foreign weights and measures; comprehensive bibliography of reference works, books, pamphlets, periodicals. 16th edition, 1967. \$2.

An Introduction to Doing Import and Export Business. Manual discusses the factors that should be considered in organizing and conducting an import or export business. Lists selected sources of information. 6th edition, 1962. \$2.

Guide to Foreign Information Sources. Lists foreign embassies and legations in the United States; other organizations and services relating to major world areas. Published annually, \$1.

U.S. CHAMBER OF COMMERCE (Continued)

International Trade and Investment in the 70's (2202). \$2.

Competitive Export Financing for the 70's (2284). \$3.

Activities of American Chambers of Commerce Abroad (1446). 0.75.

The Businessman's Role in the Balance of Payments (0966). 0.40.

Employment Abroad -- Facts and Fallacies (2354). \$1.



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